

Message Text

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PAGE 01 WARSAW 01073 261426Z

44

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 261414Z FEB 74

FM AMEMBASSY WARSAW

TO USDOC WASHDC

INFO SECSTATE WASHDC 7856

AMEMBASSY VIENNA

AMCONSUL POZNAN

AMCONSUL KRAKOW

UNCLAS WARSAW 1073

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: LICENSING OPPORTUNITY

COMMERCE FOR BEWT

VIENNA FOR EWTC

1. 455 POLAND

2. 01 WARSAW

E. LO 1

4. 022174

5. 3231638

6. 23

7. UNK

8. KRAJOWY ZWIAZEK SPOLDZIELCZOSCI MEDYCZNEJ (NATIONAL
UNION OF MEDICAL COOPERATIVE MOVEMENT)

9. M

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10. UL. ELEKTORALNA 4, 00-139 WARSAW

11. POLAND

12. LICENSE, TECHNOLOGY AND EQUIPMENT FOR PRODUCTION OF THERMOMETERS FOR HOSPITAL AND HOME USE. PRODUCTION CAPACITY OF FACILITY MUST BE NO LESS THAN FIVE MILLION UNITS ANNUALLY, MAXIMUM PRODUCTION DESIRED IS EIGHT MILLION UNITS ANNUALLY. CURRENT DOMESTIC PRODUCTION IS 1.8 MILLION UNITS PER YEAR, DEMAND ESTIMATED AT 4-5 MILLION, REMAINDER OF PRODUCTION WOULD BE EXPORTED. SHELL OF PLANT PARTLY CONSTRUCTED BUT POLES HAVE HALTED CONSTRUCTION BECAUSE OF DECISION TO IMPORT TECHNOLOGY AND EQUIPMENT FOR PROJECT. BID ALREADY RECEIVED FROM JAPANESE FIRM (NAME UNKNOWN), GERMAN FIRM ALSO SAID TO BE INTERESTED. POLES ARE INTERESTED IN RECEIVING US BID AS SOON AS POSSIBLE. FOREIGN TRADE ENTERPRISE RESPONSIBLE FOR PROJECT IS POLIMEX-CEKOP, UL. CZACKIEGO 7/9, P.O. BOX 815, 00-950 WARSZAWA, POLAND.

13. BALANCE OF PAYMENTS CONSIDERATIONS SHOULD WORK TO ADVANTAGE OF US FIRM IN COMPETITION WITH JAPANESE AND POSSIBLE GERMAN OFFER ON THIS PROJECT. POLISH INDUSTRY IS UNDER HEAVY PRESSURE TO BUILD A PLANT WHICH WILL ALLOW EARLIEST POSSIBLE ENDING OF THERMOMETER IMPORTS, WHICH WE UNDERSTAND NOW AVERAGE APPROXIMATELY 2 MILLION UNITS PER YEAR.

14. RALPH R. JOHNSON
DAVIES

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NNN

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